



Sarah R. Rush  
Systems Coordinator  
150 Lawrence Bell Drive Ste. 108  
Williamsville, New York 14221  
(716) 634-8577  
(716) 634-3145 Fax

Att: Sara  
from Mike

September 23, 1997

Herkimer Wholesale  
Attn: Mike DeFazio  
Via Fax: (315) 793-3450

Dear Mike:

Could you please provide PO#s for the following promotional material in the space provided and return it to me by September 26.

**First Wave**

**Doral #701823**

36 (6M) Cases Doral Presniped Product

#/Cases per Brand Style

9 LI 100

9 UL LI 100

9 Men LI 100

9 FF 100

Arrival Date: October 3, 1997

EFT \$ Amount: \$10,829.37

PO#: 8270903

**Winston #701887**

36 (6M) Cases Winston Presniped Product

#/Cases per Brand Style

9 FF

9 FF 100

9 LI

9 LI 100

Arrival Date: October 3, 1997

EFT \$ Amount: \$10,412.45

PO#: 8270904

51845 8078

**Eckerds DPC  
Doral (#701823)  
Winston (#701887)**

**Product and Shipper Transfers**

Promotion #701823 Eckerds Doral DPC

1st Wave  
To D.A.: 9/15  
DTS: 9/29

2nd Wave  
To D.A.: 11/10  
DTS: 11/24

Promotion #701887 Eckerds Winston DPC

1st Wave  
To D.A.: 9/15  
DTS: 9/29

2nd Wave  
To D.A.: 10/13  
DTS: 10/27

\*NOTE: Display item # changes for 2nd wave

| Region            | Direct Account    | # Cases<br>Ea Style | #522482<br>Display | # Cases Ea<br>Style | #522482<br>Display | # Cases<br>ea style | #527135<br>Display | # Cases ea<br>style | #529445<br>Display |
|-------------------|-------------------|---------------------|--------------------|---------------------|--------------------|---------------------|--------------------|---------------------|--------------------|
| 13XX              | LJ Zucca          | 18                  | 540                | 18                  | 540                | 18                  | 540                | 18                  | 540                |
| 16XX              | Herkimer          | 9                   | 270                | 9                   | 270                | 9                   | 270                | 9                   | 270                |
| 18XX              | Modern            | 1                   | 30                 | 1                   | 30                 | 1                   | 30                 | 1                   | 30                 |
| 22XX              | Hackney Pensacola | 1                   | 30                 | 1                   | 30                 | 1                   | 30                 | 1                   | 30                 |
|                   | Hackney Canton    | 20                  | 600                | 20                  | 600                | 20                  | 600                | 20                  | 600                |
| 23XX              | Hackney Tampa     | 20                  | 600                | 20                  | 600                | 20                  | 600                | 20                  | 600                |
| 26XX              | Imperial (LA)     | 3                   | 90                 | 3                   | 90                 | 3                   | 90                 | 3                   | 90                 |
|                   | Imperial (MS)     | 1                   | 30                 | 1                   | 30                 | 1                   | 30                 | 1                   | 30                 |
| 29XX              | Atlantic Dominion | 4                   | 120                | 4                   | 120                | 4                   | 120                | 4                   | 120                |
| 58XX              | GSC (Houston)     | 16                  | 480                | 16                  | 480                | 16                  | 480                | 16                  | 480                |
| 66XX              | GSC (Jeff City)   | 1                   | 30                 | 1                   | 30                 | 1                   | 30                 | 1                   | 30                 |
|                   | GSC (Okl)         | 1                   | 30                 | 1                   | 30                 | 1                   | 30                 | 1                   | 30                 |
| Promotion Totals: |                   | 95                  | 2850               | 95                  | 2850               | 95                  | 2850               | 95                  | 2850               |

6L08 54815

9/9/97